

COMMUNITY FARM SHARE

2025 ANNUAL IMPACT REPORT

Mission and Impact

In 2025, Community FarmShare (CFS) celebrated our five-year anniversary! Since our founding in 2020, we have worked with Montgomery County farmers and local communities to meet our communities' healthy food access needs while also creating new sales channels for local small scale farmers, resulting in increased local food production and a strengthened local food system for all. In 2025, we continued to grow: working with new partners, including clinics and schools, as well as expanding our Farm to School and Food Is Medicine programs.

Key Highlights of 2025

- We **doubled our weekly mobile markets** from 4 to 8, providing affordable nutrition access where residents live.
- We **streamlined inventory management and wholesale work** by utilizing online market platforms.
- Our **new refrigerated market truck** has greatly increased efficiency, helped keep produce fresh, and reduced food waste.
- We moved into our new Aggregation Hub in Gaithersburg on Girard Street! We have significantly increased in size from our 600-square foot garage at Common Root Farm: at our **new 3,000-square foot warehouse**, we have two walk-in cold storage units as well as an office and meeting space.

In 2026, we plan to run **9 mobile markets** and hire a Nutrition Education Coordinator to expand our Food Is Medicine work with clinics, schools, and universities.

None of this would be possible without our fantastic group of dedicated volunteers, community partners, and local farmers working together.

24 local farm partners

1,425 volunteer hours

217,000 lbs local produce bought and distributed

\$537,600 invested into local farms

Local Farm Support

Our Aggregation Hub is central to CFS's operations. **Central aggregation helps small-scale farmers access institutional sales channels not otherwise available to them.** As an aggregator, CFS can buy small quantities of produce from small Montgomery County farms to aggregate to larger volumes that together meet program demands – benefiting both our program partners and our farm partners. Central aggregation is also key to the cold storage chain, **providing the agricultural infrastructure that both our farmers and food assistance partners can leverage** to smooth out common timing challenges between weekly harvest times and food assistance provider distribution schedules. This reduces food waste from spoilage and improves freshness quality from harvest to food distribution day.

To further align supply with community preferences, we crop plan with local farmers, by looking at historical purchase data from our free choice market. During the harvest season, we coordinate purchasing with farmers each week through our online procurement system. CFS's contract purchasing positively impacts farms, enabling them to expand production knowing they have a guaranteed market to sell to. We also provide our farm partners with feedback to support them in scaling operations for larger institutional and regional sales. Overall, our model increases efficient operations and logistics service delivery as well as local farms' access to customers through various food assistance and healthcare sales outlets.



Farm to School (F2S)

Community FarmShare works with Montgomery County Public Schools (MCPS) Community Schools to **support families facing significant barriers to accessible healthy food.** School partners refer families to our F2S program based on student and family needs. Enrolled families shop at our weekly free-choice mobile farmstand markets using a prepaid card, or get a weekly produce bag delivered to their home if they aren't able to make it to the market.

We also partner with MCPS Community Schools offering SNAP-Ed programs to provide fresh produce for an educational "tasting curriculum", linking elementary school students with fresh veggies and making connections to where and how good food is grown.



7 community health clinic partners (FIM programs)



5 School-Based Health and Wellness Centers (FIM at MCPS schools)



566 families enrolled in F2S programs, partnering with 17 MCPS schools



405 patients enrolled in FIM programs



1 University FIM produce prescription research project



14 schools (844 classes) in SNAP-Ed for SY25-26

"I want to thank the program organizers because they have helped my family and me a lot. The fresh and beautiful vegetables are great. I am very grateful to them, and may they be greatly blessed."
-2025 F2S participant

Food is Medicine (FIM)

CFS partners with a number of healthcare organizations to run Food is Medicine (FIM) programs in Montgomery County, which support residents experiencing food insecurity and managing diet-related chronic diseases such as diabetes, obesity, and hypertension. The philosophy – and the data that backs it up – behind FIM is that **access to healthy foods, nutrition, and healthy lifestyle counseling can lead to long-term positive health outcomes.** Our FIM work is particularly effective because we partner with community health clinics, school-based health and wellness centers, research universities, and community-based organizations focused on healthy food access. To enhance the nutrition education our partners provide, we had a Nutrition Education Coordinator present at many of our markets to support shoppers with produce selection and recipe ideas. We also handed out printed recipe cards corresponding to the produce available at the markets that week.

We believe that using local produce for FIM programs improves health outcomes: healthy farming practices and harvesting at optimal ripeness results in better taste and higher nutrient density; better taste leads to increased produce consumption; and **increased consumption of nutrient-dense produce improves residents' health outcomes.** Several of our FIM programs are data-driven, using baseline and post-program clinical measures to assess impact and best support residents' needs. In 2025 alone, over 60% of diabetic and pre-diabetic patients notably improved their clinical measures by the end of intervention.

Involvement in 2 university research projects:



University of Maryland. Funded by the USDA Gus Schumacher Nutrition Incentive Program (GusNIP) and focused on heart disease and associated illnesses.



Johns Hopkins University THRIVE. Funded by the American Heart Association "Health Care by Food" Initiative and focused on hypertension.



Mobile Markets

In 2025, CFS ran **8 mobile farm markets** (an increase from 4 in 2024), a.k.a. our “FARMacy,” with locations in Healthy Food Priority Areas in Montgomery County. Families enrolled in Farm to School (F2S) and Food is Medicine (FIM) programs use a prepaid card to purchase free-choice produce at any market location. Through our Farmers Register app used at checkout, CFS gains valuable data about produce preferences, enabling us to stock each market with preferred produce. The FARMacy offers **20-30 different culturally relevant produce options every week**. Through the free-choice model, residents select what their families want, resulting in higher healthy food consumption and reduced food waste. In addition to markets serving referred families through the market card/voucher program, all markets are open to the broader community for discounted produce sales. **We accept SNAP and SunBucks, matched with Maryland Market Money**, enabling us to broaden and deepen our healthy food access impact in all communities. Last year we served nearly 200 SNAP recipients!

Key Mobile Market updates for 2025:

- **We bought a refrigerated truck!** Not only do we no longer have to rent, but having mobile refrigeration enabled us to improve efficiency, help keep food fresh, and cut down on food waste
- We started using **market cards** (replenishing gift cards), creating a dignified experience as a farmers market shopper and improving efficiency at checkout
- We partnered with Montgomery College and the Universities at Shady Grove to offer **paid Mobile Farm Market Leader internships**. We were excited to create an opportunity for local students to gain hands-on experience in food systems and grassroots community work. Many of our interns shared their lived experiences of food insecurity, which played a key role in shaping our program to better meet people’s needs.

- **8** stand locations in the community over 6 months, totaling **175** markets
- **750** households received MC Market cards for weekly market shopping
- **142,000 lbs** of produce, including **78** different types of produce throughout the season, selected at markets
- **3,850** produce bags, packed with **44,200 lbs** of produce, delivered
- **31,000 lbs** of produce sold to **7** wholesale partners

Wholesale

CFS creates a streamlined, very flexible process to enable food assistance providers to purchase fresh produce in bulk quantities while supporting small-scale farmers by creating another sales channel. CFS’s “right-size” aggregation and wholesale process **creates the right match between smaller food assistance providers (FAPs) and small scale farmers**, as we are best suited to meet varying daily needs and challenges, compared to much larger wholesale produce providers:

- Small-scale buyers often have shifting distribution schedules and volunteer availability, so they need flexibility in ordering and receiving timing, as well as delivery and packaging needs (including just-in-time deliveries and portion-sized packing). We also provide produce desired by communities that are rarely provided by large-scale wholesalers, including spinach, cilantro, tomatoes, okra, and berries.
- Small-scale producers are able to sell through our wholesale program while navigating challenges with harvest timing, predictability (due to weather and/or labor), and volume; as well as pick-up and delivery.

Our wholesale work supports the Montgomery County Office of Food Systems Resilience’s (OFSR) goal to increase local farm produce as a share of food assistance providers’ food distribution. Several of OFSR’s grants encourage food assistance provider grantees to buy local – and supporting OFSR to help make that happen is our expertise. Year over year, between our direct program work through our markets and bags, and our wholesale work with food assistance providers, **CFS purchases about 95% of all produce that Montgomery County farmers offer to sell us each season**, filling a critical role in the food system.

Fresh Produce Bags

For F2S and FIM families that face transportation or scheduling barriers to make it to our Mobile Markets, CFS provides delivery service for weekly pre-packed fresh produce bags. Each week, a dedicated team of volunteers packs fresh produce bags containing 8-10 items sourced through our local farmer network and aggregation hub. We also provide fresh produce bags in bulk for organizations that include produce bags in their community distribution models.



Financials

REVENUE

	2025	2024
Grants	\$936,789	\$835,175
Donations	\$80,458	\$62,000
Income	\$167,770	\$157,342
Total Revenue	\$1,185,017	\$1,054,517

EXPENSES

	2025	2024
<i>Cost of Produce (Dollars to Farmers)</i>		
Markets	<u>\$373,095</u>	<u>\$85,680</u>
Food is Medicine (FIM)	\$165,891	\$43,120
Farm to School (F2S)	\$207,204	\$42,560
Bags	<u>\$82,578</u>	<u>\$220,320</u>
Food is Medicine (FIM)	\$50,970	\$110,880
Farm to School (F2S)	\$31,608	\$109,440
Wholesale for food assistance	<u>\$74,268</u>	<u>\$27,453</u>
SNAP-Ed & other programs	<u>\$7,730</u>	<u>\$6,816</u>
Total \$ to farmers	\$537,671	\$340,269
Program expenses	\$219,884	\$136,200
Organizational expenses	\$83,781	\$25,000
Total Expenses	\$841,336	\$501,469
Net Revenue*	\$343,681	\$553,048

Get Involved!

Volunteer



Give



*includes funds raised in current year to support next year's programs

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Our Volunteers

Our volunteers are the backbone of Community FarmShare and we couldn't do this important work without them! From packing produce bags and making home deliveries to staffing markets and supporting with back-office tasks to keep the organization running, our volunteers are an example of what it looks like to step up to help neighbors and support their local communities. Our volunteers are the heart and soul of this organization – THANK YOU!

Our 2025 Supporters

- American Heart Association
- Les Dames d'Escoffier
- Darnestown Presbyterian Church
- Eat The Change Impact Grants
- Edwin and Winsome Brown Foundation
- Emmanuel Lutheran Church
- Eugene Lipman Grant (The Davis Center)
- Faith United Methodist Church
- Greater Washington Community Foundation
- Healthcare Initiative Foundation
- Healthier, Greener, Kinder Foundation
- The Longbrake Foundation
- Morningstar Foundation
- MCPS Community Schools
- Maryland Department of Agriculture
- Maryland Physicians Care
- Montgomery County Office of Food Systems Resilience
- Sandy Spring Meeting
- Stuart Family Foundation
- Whole Foods Foundation
- & all the individual donors who make change happen!

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